

```
1
    Lakes was the verification company, was there any
2
     commonality between the employees of Great Lakes
     and U.S. Bell?
3
4
                Yes, they were basically the same
5
     employees.
                So the situation changed when A&M
6
          0.
7
     became the verification company?
          Α.
                Yes.
 8
                Now, after A&M stopped being the
 9
     verification company, you indicated Great Lakes
10
     came into the picture again?
11
                From my understanding, they went back
12
     to the original script, and it read Great Lakes
13
     Verification, and that's how it came back.
14
                Do you know who it was that was in
15
          Ο.
     charge of the verification company after Anthony
16
     Lowe left the picture?
17
                Who was in charge? Ida was.
                                                Ida
          Α.
18
19
     Irizarry.
                And she was a U.S. Bell employee, too?
          ٥.
20
                Yes.
21
          Α.
```

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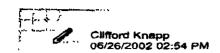
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```
1
          Q.
                And, ultimately, there came a time
2
     when there was another transition to F&G, right?
3
          Α.
                Yes.
 4
          Ο.
                Was F&G located in the same physical
5
     space as Great Lakes had been in?
 6
          Α.
                Yes.
7
                Do you know who was in charge of F&G?
          Q.
 8
          Α.
                Alan Furmankiewicz.
 9
                Was there another individual -- or you
          0.
10
     knew about Mr. Furmankiewicz, and him alone?
                I knew about him. Ida was still in
11
          Α.
     charge as director working there. But, yes.
12
                Was it your understanding that Ida was
13
          Q.
     still either a U.S. Bell or Buzz employee at that
14
15
     time?
                Yes, she was.
16
          Α.
                And then there came a time when F&G
17
          Ο.
     was no longer used as the verification company?
18
                Right.
19
          Α.
                And it's now The Verification Company?
20
          Q.
                The Verification Company, yes.
21
          Α.
```







RECEIVED

2802 JUL -9 A 10: 04

To:

Verna Chamberlain@VZNotes cc: mary.r.james@state.me.us Subject: Re: 2002-13110- robert violette

Verna,

I recoursed \$70.67 in Business Options' charges for 4-03 through 6-03-02. The carrier changes charges have been adjusted as well that total is \$15.75.

Verna Chamberlain



To:

Clifford Knapp@VZNotes

Mary,r.james@state.me.us

Subject: 2002-13110- robert violette

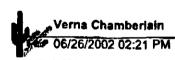
Mary

PIC		LPIC	
att	3-16-98	YZ	9-15-97
lgt	2-25-02	lgt	2-25-02
	4-12-02	YZ	4-12-02
C	1		
none	5-14-02	٧Z	5-14-02

there are no credits or recouses on account either for toll or carrier change charges. Verizon records show USBI charges for Business Options, 6-3-02 bill \$20.30, 5-3 for 34.68 and 4-3 for 15.59. I have ordered duplicate bills and TCSI codes for you.

Cliff

Please credit/recourse carrier charges and USBI toll. Thanks





To: Clifford knapp

cc: Mary.r.james@state.me.us Subject: 2002-13110- robert violette

Mary

PIC		LPIC	
att	3-16-98	٧Ž	9-15-97
lgt	2-25-02	lgt	2-25-02
none	4-12-02	VŽ	4-12-02
lgt	4-22-02	lgt	4-22-02
none	5-14-02	٧Z	5-14-02

there are no credits or recouses on account either for toll or carrier change charges. Verlzon records show USBI charges for Business Options, 6-3-02 bill \$20.30, 5-3 for 34,68 and 4-3 for 15.59. I have ordered duplicate bills and TCSI codes for you.

Cliff

Please credit/recourse carrier charges and USBI toll. Thanks

```
SOP G4 CHAMBERLAIN VERNA INQUAC
599: SOP SOID CURRENTLY DISPLAYED IS R5GR0175
207 564-2478 20902-26-02DVFX02-26-02 9A
R5GR0175W 1FR 5H4H111 02-26-02 Y
PCL LOCL
CCK MTC NSS
LN
   (DNL) VIOLETTE, ROBT I S & BEATRICE
   120 SOUTH, DOV+ 99999
LΑ
    @ SOUTH ST, DOVR-FOXCROFT, ME+ 04426
SA
AHN 46
---BILL
BN1 ROBT VIOLETTE
BA1 120 SOUTH ST
PO DOVR FOXCRFT MB 04426
SS
   000-00-000
IBI ROC N (NA)
STI LOPT 03-17-00
LB 01000
IBC 02-26-02
IZBM OCP
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F2=MENU, F3=ABORT, F7=1ST PAGE, F8=LAST PAGE, F10=UP, F11=DOWN

1

Date: 6/26/ 2 Time: 02:07:11 PM

14:44 AUG-13-2003 SOP G4 CHAMPERLAIN VERNA INODAC

599; SOP SOID CURRENTLY DISPLAYED IS REGRO175

- - **- S&**E

1FR/LPIC NYC/LPCX 0698/LPCA DF, 09-15-97/PIC ATX/PICX 0268/PCA CN, 03-16-C1

98

1FR/LPIC LGT/LPCX 0432/LPCA CN, 02-25-02/PIC LGT/FICX 0432/PCA CN, 02-25-

02/BI NOLPIC

H27 01

---RMKS

IRMK MTACLKG

F2=MENU, F3=ABORT, F7=1ST PAGE, F8=LAST PAGE, F10=UP, F11=DOWN

Date: 7/23/ 2 Time: 01:01:46 PM

```
Page: 1 Document Name: untitled
            CHAMBERLAIN VERNA INQUAC
 SOP G4
 599; SOP SOID CURRENTLY DISPLAYED IS C5NT7698
                 20904-12-02DVFX04-12-02 8A
 207 564-2478
           1FR D66A5BO 04-12-02 W ...
C5NT7698X
CCK MDY 603 622-5033
 FDT 0855A
 PCL LOCL
 ZFRK
 ESA
      (DNL) VIOLETTE, ROBT I S & BEATRICE
LN
     120 SOUTH, DOV+ 99999
 LA
     @ SOUTH ST, DOVR-FOXCROFT, ME+ 04426
 SA
 AHN 46
 ---BILL
 BN1 ROBT VIOLETTE
 BA1 120 SOUTH ST
     DOVR FOXCRFT ME 04426
 PO
      01000
 LВ
 ---S&E
   F2=MENU, F3=ABORT, F7=1ST PAGE, F8=LAST PAGE, F10=UP, F11=DOWN
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Date: 7/23/ 2 Time: 01:01:51 PM

0 E

PUBLIC UTILITY

```
SOP G4
            CHAMBERLAIN VERNA
                                 INODAC
                                                                                6
599: SOP SOID CURRENTLY DISPLAYED IS C5NT7698
     1FR/PIC LGT/PICX 0432/PCA CN, 02-25-02/LPIC LGT/LPCX 0432/LPCA CN, 02-25-02
C1
     1FR/PIC NONE/PICX NO/PCA SN,04-12-02/LPIC NYC/LPCX 0698/LPCA SN, 04-12-
T1
     02/BI NOLPIC/TPVC 191A3Y
     TTR
R1
     POR1X
R1
11
     HZ7
R1
     WYA
R1
     NNK
---RMKS
IRMK (DOE)
IACK 564-2478, HH, 04-12, 12:05
```

---ASGM G1 TN 207 564-2478

ROE 00124-00251-11/FDT/EXK 207 564/TN 207 564-2478/LPS/DF F12-01-063E

RMK FACS RESP 02-04-12 12:03:54

IRMK RETURN FROM GDS SYSTEM

---STAT

COC CO/SWO NR01

F2=MENU, F3=ABORT, F7=1ST PAGE, F8=LAST PAGE, F10=UP, F11=DOWN

Date: 6/26/ 2 Time: 02:09:06 PM

IZBM OCP

```
4-13-EWUS 14-47
```

```
CHAMBERLAIN VERNA
                                INODAC
SOP G4
599: SOP SOID CURRENTLY DISPLAYED IS R50H7021
207 564-2478
                 20904-23-02DVFX04-23-02 9A
R5QH7021R
                      5H4H111 04-23-02 Y
                1FR
PCL LOCL
CCK MTC NSS
LN
     (DNL) VIOLETTE, ROBT I S & BEATRICE
LA
     120 SOUTH, DOV+ 99999
SA
     ● SOUTH ST, DOVR-FOXCROFT, ME+ 04426
AHN
     46
---BILL
    ROBT VIOLETTE
BN1
BA1 120 SOUTH ST
     DOVR FOXCRFT ME 04426
PO
SS
     000-00-0000
IBI ROC N (NA)
STI LOPT 03-17-00
     01000
LB
IBC 04-23-02
```

F2=MENU, F3=ABORT, F7=1ST PAGE, F8=LAST PAGE, F10=UP, F11=DOWN

7

Date: 6/26/ 2 Time: 02:09:41 PM

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רטייור טיירויו טי

ころのブーで エーカウム

SOP G4 CHAMBERLAIN VERNA INQDAC

599: SOP SOID CURRENTLY DISPLAYED IS R5QH7021

8

---S&E

C1 1FR/LPIC NYC/LPCX 0698/LPCA SN, 04-12-02/PIC NONE/PICX NO/PCA SN, 04-12-02

T1 1FR/LPIC LGT/LPCX 0432/LPCA CN, 04-22-02/PIC LGT/PICX 0432/PCA CN, 04-22-

02/BI NOLPIC

O1 HZ7

---RMKS

IRMK MTACLKG

F2=MENU, F3=ABORT, F7=1ST PAGE, F8=LAST PAGE, F10=UP, F11=DOWN

Date: 6/26/ 2 Time: 02:09:44 PM

CHAMBERLAIN VERNA

```
P. 1B
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SOP G4

20172571039

```
MUBLIC DITCIT CUM
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13-2003

```
599: SOP SOID CURRENTLY DISPLAYED IS C5VR0687
207 564-2478
                 20905-14-02DVFX05-14-02 1P
C5VR0687F
                1FR
                      D68A2CJ 05-14-02 W
CCK DRB 603 622-5033
FDT 0136P
PCL LOCL
ZFRK
ESA
     (DNL) VIOLETTE, ROBT I S & BEATRICE
LN
     120 SOUTH, DOV+ 99999
LA
SA
     ● SOUTH ST, DOVR-FOXCROFT, ME+ 04426
AHN
     46
---BILL
BN1 ROBT VIOLETTE
BA1 120 SOUTH ST
    DOVR-FOXCRFT ME 04414
PO
```

---S&E

LB

01000

F2=MENU, F3=ABORT, F7=1ST PAGE, F8=LAST PAGE, F10=UP, F11=DOWN

INODAC

9

Date: 6/26/ 2 Time: 02:10:13 PM

```
SOP G4
            CHAMBERLAIN VERNA
                                INODAC
                                                               *LAST PAGE*
                                                                             10
599: SOP SOID CURRENTLY DISPLAYED IS C5VR0687
    1FR/PIC LGT/PICX 0432/PCA CN,04-22-02/LPIC LGT/LPCX 0432/LPCA CN, 04-22-02
C1
    1FR/PIC NONE/PICX NO/PCA FN,05-14-02/LPIC NYC/LPCX 0698/LPCA SN, 05-14-
T1
     02/BI NOPIC; NOLPIC/TPVC 191A3Y
     TTR
R1
     POR1X
R1
I1
     HZ7
R1
     AYW
R1
     NNK
---RMKS
IRMK (DOE)
IACK 564-2478, HH, 05-14, 17:04
IRMK RETURN FROM GDS SYSTEM
---ASGM
     TN 207 564-2478
G1
ROE 00124-00251-11/FDT/EXK 207 564/TN 207 564-2478/LPS/DF F12-01-063E
RMK FACS RESP 02-05-14 17:02:53
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---STAT

COC CO/SWO NR01

F2=MENU, F3=ABORT, F7=1ST PAGE, F8=LAST PAGE, F10=UP, F11=DOWN

Date: 6/26/ 2 Time: 02:10:15 PM

	· -							
CMD	MSG COMM	AND CC	MPLB'	rbd (1210)			
207 564 247	8 209 *NOTE							
ROBT VIOLET	TE							
DATE RP	NOTATION		USR		TYPE	PN	ACT	FU
0514 MS	WIL RECEIVE CRED OF 34.68 FRM US ADVSD WIL TAKE 2-3 BIL CYCLES	SBI	LAB	733	PERM			
0514 MRS	PASS TO USBI FOR CRDT ADVSD MRS NOT RESOLVED CALL BACK FOR RECRS MRS SYS SLMMED BY LGT 4-22		DRB	75 K	PERM			
0612 MS	GV FCC SLM INFO TO FILE CMPLNT CLMS WAS SLMD BY USBI AND IS WAI FOR SUPERVISE FRM USBI TO CL HR TDY	TNG	LML	738	MISC			
0514 MRS	C5VR0687 02-05-14 I1 WB FN NONE FN	•	DRB	75 K	PSOC			
0423 NA	MTAC RMVD OCP SOID#R5QH7021		LAH	SO1	MISC			
0412 MRS	C5NT7698 02-04-12 LPIC NYC PINE TRBE PIC ATX	K	MDY	735	PSOC			
0412 MRS			MDY	735	CHK			
RP NOTA	TION	TYPE	PN	ACT	FU	BD		

Date: 6/26/ 2 Time: 02:11:07 PM

CMD		MSG		
207 564 2478 209	JUN 03	02 *CSBL LIVE		DVFX 1FR
ROBT VIOLETTE		PB 0706 RT	AC B-00 DEP 0	CN BD N
120 SOUTH ST		R1 0610 EFT 301	CT DOI 040059	rca
DOVR-FOXCRFT, ME 04414	l	R2 NT C	NOB TAX FSS	LCR
		R3 0624 PPD	RTN	LAL
	CI			
		TRT HIST OF	0000000000	CIV
		RCK HIST O	0000000000 PAH	
		PREV BL	81.66 CUR BL	94.72
		PAY & ADJ	PREV BILL PAY & AL	OJ CURR BILL
		DATE T	AMOUNT DATE T	AMOUNT
		0516 01	46.30 0614 01	38.39
		0516 N01	.68 0614 N01	1.35
NET 38.34				
LPC .37				
ULD 20.30				
VRT 1.03				
CCG 60.04	+	F		
BAL 34.68				
TOT 94.72	NBB	34.68	CUR DUE	54.98
RP NOTATION		7	TYPE PN ACT FU BD	

P

Date: 6/26/ 2 Time: 02:11:30 PM

Page: 1 Document Name: untitled

· XEAOJCXO /FOR:

Verizon - Xpress Electronic Access

Page 1 of .

Date: 02/06/2 Time: 10:06

REQUEST DETAIL

WTN: 207 564-2478 TER:

Orig TCSI: 0105 APON: LA564205621150045

ACNA: LGT

CIC: 00432

RPON: LA564205621150045

ACNA: LGT CIC: 00432 TCSI: 2813 RPON: TCSI Type; O JI: E Origl JI: B Source Ind: TCSI Desc: AC INITIATED BATCH ORDER ACCEPTED - SENT TO SWITCH

BTN: 207 564-2478

old bin:

LSP ID:

Cus Type Ind: R

Old CUS:

NPI:

Svc Ord Nbr:

NNRC Ind:

Old WIN:

Billing Name ROBT VIOLETTE

CUS: 209

Old TER:

And Address:

HML:

120 SOUTH ST

Un-PIC Reason:

BNA Ind: Y

Current LSP Id:

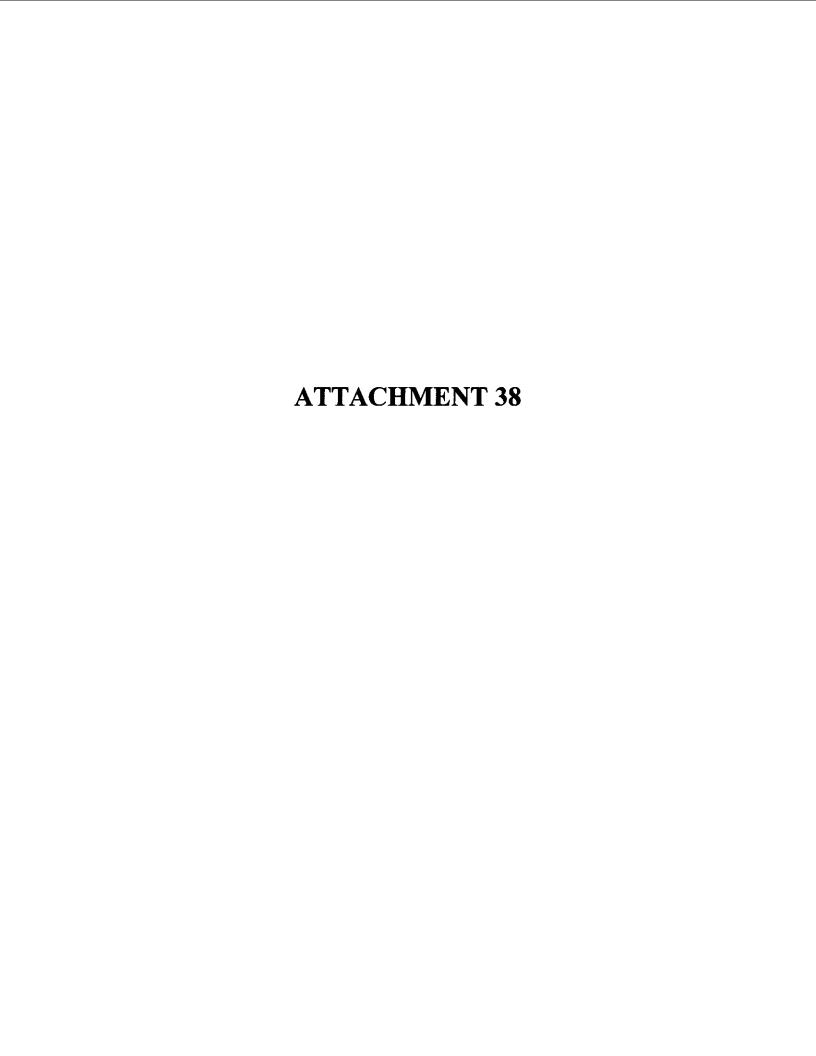
DOVR FOXCRFT ME 04426

Sent To Carrier Timestamp: 2002/02/26 02:29

Msg: PROCESSING OK

F01=MM F03-PM F04=J F07-SU F08=SD F10=H F11-C

te: 6/27/2002 Time: 10:06:15 AM



```
1
          Α.
                First, U.S. Bell?
2
          Ο.
               · Right. When were you hired?
                     In March of 2000.
                Oh.
3
          Α.
4
                March of 2000?
          0.
5
          Α.
                Yes.
6
                What position were you hired for?
          Q.
7
                Programmer. That was the title that I
          Α.
     came in under for the MIS Department.
8
                Could you give me a rough idea what
 9
          Q.
10
     the programmer's job duties were?
                I came in working on creating
          Α.
11
     databases, creating queries, running reports,
12
     handling their call records. Basically, database
13
14
     information.
                Would one such database be, for
15
          ο.
     example, how many states Business Options was
16
     selling products in?
17
                 It would be the customer base,
18
          Α.
     containing our customers' names, their addresses,
19
     their telephone numbers.
20
                 Would one such database be customer
```

21

Q.

```
1
                Gayle Perry, she is a step below the
2
    president, which is Keanan, the corporate
 3
    officer.
 4
          Q. And what is it that you would report
 5
    to Keanan?
 6
         Α.
                Basically how my divisions are running
7
    on a weekly basis. If I run into snags and I
8
    need help, I go to Gayle or Keanan.
 9
          Q.
               Are these reports oral in nature, or
10
     are they in writing?
11
                They are in writing. Pretty much
          Α.
12
     graphs and stats.
                So a typical weekly set of reports
13
          Q.
     would include what?
14
                Would include how much money went out,
15
          Α.
     how much money came in, concerning our
16
     direct-billing, how our customer base is growing.
17
     You know, the numbers -- how many people were on
18
     cord, how many completed cord; things of that
19
20
     nature.
```

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21

Q.

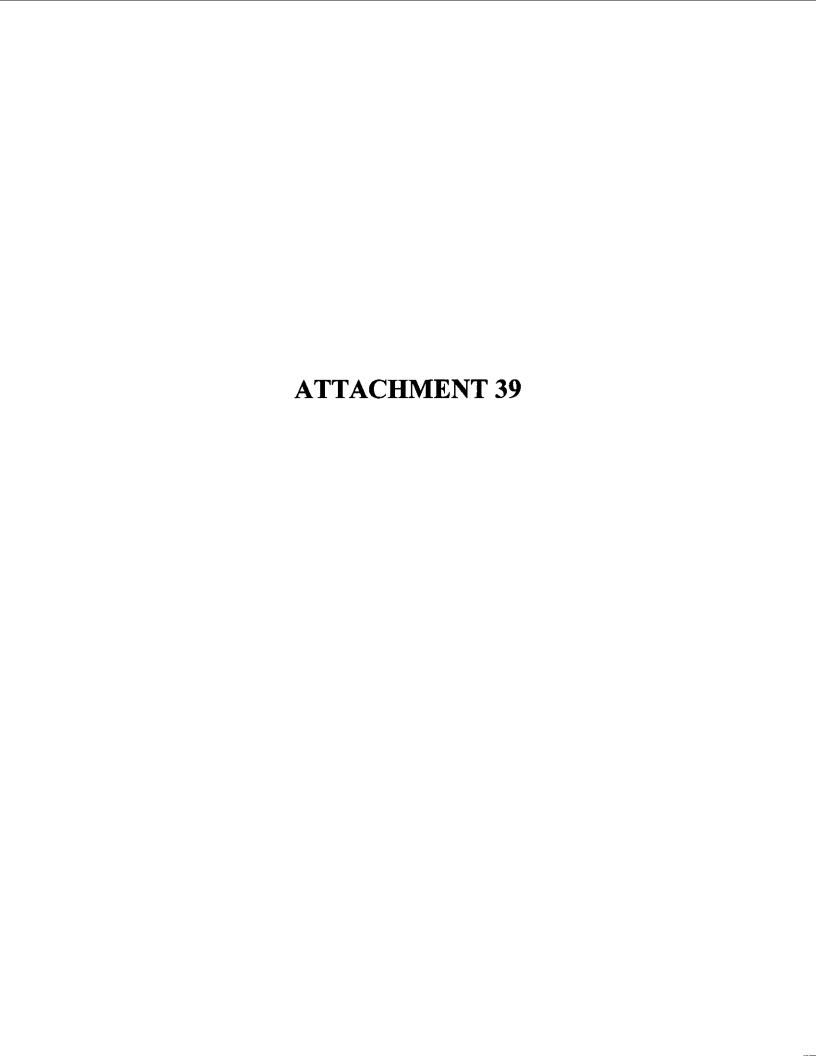
Speaking of customer-base, roughly how

```
1
     many customers does Business Options have?
 2
                I believe we are at approximately
 3
     42,000.
 4
          Q.
                And how long has it been that you have
 5
     been responsible for the database that would
 6
     reveal how many customers you have?
 7
          Α.
                Basically since I started.
 8
                Is the 42,000 figure -- and I
 9
     recognize that is's an approximate. I'm not
10
     going to hold you to an exact number.
11
          Α.
                Okay.
12
          Ο.
                Has that number increased or decreased
13
     during the period of time in which you have been
     at U.S. Bell/Buzz?
14
15
          Α.
                It has fluctuated. It's decreased
16
     currently.
                What was the high water mark, roughly?
17
          Ο.
                51,000 or 52,000.
18
          Α.
19
          0.
                So 51,000 or 52,000?
20
          Α.
                Right.
                And approximately when was that the
21
          Ο.
```

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1 case? 2 Oh, I couldn't tell you. Maybe eight 3 or nine months ago. 4 Ο. Are you familiar with the document 5 called a tariff? 6 A. No. 7 So in other words, it would be fair to Q. 8 say that you don't have any role in the 9 preparation of the tariff? 10 Α. No. You wouldn't have any role in terms of 11 Q. inputting information into a tariff? 12 Α. No. 13 Did there come a time when you became Q. 14 aware that the state of Vermont had a problem 15 with how Business Options, Inc. was doing 16 17 business? 18 Α. Yes. Approximately when did that come to 19 Q. 20 your attention? I couldn't tell you that. 21 Α.

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```
1
     for a period of time.
 2
          Q.
                Okay.
                       The documents that we saw
 3
     suggested that the name change went from U.S.
 4
     Bell to Link Technologies.
 5
          Α.
                Okav.
 6
                Does that ring any bells?
          Ο.
 7
          Α.
                Yes.
                Would that be accurate, that that was
 8
          Q.
 9
     the name change, U.S. Bell to Link Technologies?
10
                It sounds accurate.
          Α.
                Do you have any recollection as to why
11
          Q.
     there was a name change from U.S. Bell to
12
13
     whatever it became?
                Yes. Would you like me to give you
14
          Α.
15
     the history?
                At this point, feel free.
16
          Ο.
                Okay. We started our company in 1992
17
          Α.
     as Business Options. In roughly 1995 or 1996
18
     or during the initial phase of our company, we
19
     only sold to businesses. In roughly 1995 or
20
     1996, we started also marketing to residential
21
```

```
1
    consumers, and the name "Business Options" became
2
    somewhat confusing to those customers who we were
3
    marketing. The common response was, "We are not
    a business." So we had to explain it, and we
4
    decided we should get a name that was more
5
6
    user-friendly to the consumer.
7
                We decided upon U.S. Bell as
8
    descriptive of who we were. We were nationwide,
9
    and we were in telephones. So that went along,
    and we started to -- we wanted to become
10
     certified as U.S. Bell and move completely away
11
     from Business Options for no other reason than to
12
    be user -- friendly with our consumers. At one
13
    point we tried to contract with Southwestern Bell
14
     to do some business with us. They replied, "Not
15
     only are we not going to do a contract with you,
16
     but we own the name 'Bell.' Please cease and
17
     desist using the name 'Bell' in everything that
18
     you do."
19
                At that point, we began to survey
20
     other names within the public, within our
21
```

1 consumers and within our company -- just asking 2 people. And the number one choice was Link Technologies. However, I didn't care for that 3 4 name. But it became Link Technologies, and the 5 motion was started to get us to change the name 6 to Link Technologies. I was a little bit smarter 7 this time before we went full-blast with Link 8 Technologies. I started looking at trade 9 magazines, and there were several other companies that had the word "link" in them. So I decided 10 that I didn't want to use that name and have the 11 12 same potential problem that we had with U.S. 13 Bell. At some point my brother came up with 14 the name, North American Communications, which 15 was NACI, and which I also didn't care for. 16 we surveyed our entire staff, and they came up 17 with a couple of choices for us. And quite 18 honestly, I didn't like any of their choices, and 19

I went with Buzz Telecom, which was a little more

descriptive of who we are. We are not a

20

white-collar business; that's just not who we are. We felt more like Buzz Telecom.

Anyway, that's where the name, Buzz

Telecom, came from. And our goal is actually to

operate with just one company name and become

certified nationwide as Buzz Telecom and have all

of our contracts for Buzz Telecom. As confusing

as it is for you boys, it's confusing to us as a

company to keep all the documents in alignment.

were Business Options. We have decided not to market as Buzz Telecom until we have all of our certifications in place and also our billing and collection agreements in place. And not only that the agreements are in place, but that we can bill in each of the different states and through all of the different LEC's. So that's a process that's ongoing. We are not quite there yet.

Once we get there, hopefully later this year, we will be licensed only as Buzz Telecom at that point. We are making the proper application to

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```
1
     change all of the customers of Business Options
2
     to Buzz Telecom, and any of the previous names
3
     will be put to bed.
4
                (Inaudible discussion between witness
    and Mr. Hawa.)
5
6
                I have another company, Avatar
     Enterprises, which employs Keanan, myself, and
7
8
     our corporate affairs staff. And we use that as
     our management company to manage Buzz Telecom.
 9
10
          0.
                Does Business Options, Inc. then
     continue to do business as Business Options,
11
12
     Inc.?
13
          Α.
                Yes.
                Does it ever, though, do business as
14
          Ο.
     Buzz Telecom?
15
                Maybe the other way around. Our
16
          Α.
     employees are all paid by Buzz Telecom. When
17
     they market, they market Business Options
18
     service. When we call people up, they are
19
     calling on behalf of Business Options.
20
                And they call on behalf of Business
21
          Q.
```

Options because Business Options is the entity
that has an ongoing authority to do business in
whatever state in which they are marketing at
that point?

A. Yes.

- Q. And Buzz Telecom may or may not have that authority with respect to that state?
- A. At this point, I think Buzz Telecom has the authority in almost all the states, but the billing and collection agreements and arrangements are not fully in place.
- Q. And by billing and collection agreements, are you referring to agreements that exist with an entity called USBI?
- A. Yes. That agreement is in place.

 Before we can bill through all the LEC's, we have to have sales scripts and verification scripts approved by the different LEC's, whether it's Ameritech or Southwestern Bell -- well, I guess they are the same now. Anyhow, they need to approve our scripts. Just because we have an

```
1
    production of documents. And I am going to show
2
    you --
3
                MR. HARKRADER:
                                 There are two copies
4
    of each.
5
                MR. SHOOK: Off the record.
6
                (Discussion was held off the record.)
 7
                BY MR. SHOOK:
                All right, I should probably start
 8
          Ο.
9
     over with my rather long-winded question.
10
          Α.
                Okay.
                You have in front of you now a set of
11
          0.
     tax returns for the years 1999, 2000 and 2001 --
12
     one for Business Options, Inc. and the other
13
     being for U.S. Bell, Inc. And I am not going to
14
     mention specific figures here, but I take it you
15
     will note and agree with me that with respect to
16
     Business Options, there was a decrease in each of
17
     the three years, '99, 2000 and 2001.
18
          Α.
                Yes.
19
                And conversely, the U.S. Bell tax
20
     returns reflect increases for each of those three
21
```

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```
1
     years.
             So that by the time we reach 2001, the
 2
     gross receipts for U.S. Bell appear to be
     somewhere on the order of 30 times greater than
 3
     that for Business Options, Inc.
 4
 5
          Α.
                Uh-huh.
 6
                And considering that you had indicated
          Q.
 7
     the customers were virtually all Business
 8
     Options, Inc. Customers --
          Α.
                Uh-huh.
 9
                -- and not U.S. Bell customers, I was
10
          Q.
     wondering if you could provide some explanation
11
     as to the differences we can see in the 2001 tax
12
     returns for the two companies, Business Options
13
     and U.S. Bell?
14
15
          Α.
                The U.S. Bell gross income was
     probably the combined income of our long-distance
16
     customer base and then there was money paid back
17
     to Business Options for the use of the
18
     certifications and whatnot.
19
                Interestingly enough, this is
20
     something that we recently have been reviewing --
21
```

```
1
     preparing tax returns to the states for the
 2
     reporting of Business Options. We have been
     filing our Business Options reports in each of
 3
     the different states based on the
 4
 5
     telecommunication revenues. So we have been
 6
     reporting our telecommunication revenues on
 7
     Business Options tax returns. If you added up
     all the different states, it would show an income
 8
 9
     equal or similar to the U.S. Bell total income.
10
     So we have been ensuring that whatever taxes we
     had to pay throughout the different states was
11
     being paid under telecommunications.
12
13
                I don't know if that's where you were
              But from the advice of our accountants,
     headed.
14
     having the relationship where whatever company we
15
     had, whether it's Avatar or U.S. Bell or Business
16
     Options, having the income -- the majority of the
17
     income at one company was a more accurate picture
18
     of what our business is as opposed to
19
     proportionate amount to Business Options, a
20
     portion to Avatar, and a part to U.S. Bell -- or
21
```

```
not Buzz Telecom. So the employees at this time
 1
 2
     were employed by U.S. Bell, producing sales on
     behalf of Business Options, so the expenses were
 3
 4
     U.S. Bell's expenses.
 5
                Anyway, from a tax standpoint in
 6
     consultation with our accountants, they felt this
 7
     provided the most accurate picture -- financial
 8
     picture to the IRS of what our receipts were.
 9
     Does that answer your question?
                I think so.
10
          Ο.
11
          Α.
                Okay.
12
                My question was rather long-winded and
          Q.
13
     convoluted, so --
14
          Α.
                Okay.
15
                And I am not accusing you of answering
          Q.
     in the same fashion --
16
17
          Α.
                Okay.
                -- but you had to deal with the
18
          Ο.
19
     question as it was.
20
          Α.
                Okay.
                So as I understand, as well as I can,
21
```

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```
the situation in 2001 -- Well, for the year 2001,
the customers that paid in the money to Business
Options, that money appears, by and large, as the
gross receipts for U.S. Bell?
```

A. Correct.

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

- Q. And that U.S. Bell in turn had some contractual arrangements with Business Options, and so a portion of the money that was paid into U.S. Bell was in turn paid to Business Options pursuant to that contractual arrangement?
 - A. Yes.
- Q. And the employees that marketed
 Business Options products were paid by U.S. Bell?
 - A. Correct.
- Q. Now, do you have any -- With respect to looking at the 2001 tax returns for U.S. Bell and focusing on the gross receipts figure, do you have any knowledge as to the percentage of that money that was a result of intrastate long-distance?

MR. HAWA: We will probably have to

1 get back to you on that one.

- 2 A. I could only guess at it.
- Q. What I didn't know, and the purpose of the question was, whether or not your income reports as a general matter were broke up as to what was intrastate revenues as opposed to interstate revenues.
 - A. I don't know. This is just taken off of the total deposits that we make. We do get reports from our billing company, and that is what Mr. Brzycki used to file -- our different reports around the different states. That would break out by each state, and it would break out by intrastate or interstate.
 - Q. For example, you indicated that you had to send checks to the various states --
- 17 A. Yes.

8

9

10

11

12

13

14

15

- Q. -- for the Universal Service Fund?
- 19 A. Yes.
- Q. And in order to do that, you would have to be able to break out what was

```
1
     intrastate --
 2
          Α.
                Yes.
 3
          0.
                -- revenues with respect to that
 4
     particular state --
 5
          Α.
                Yes.
 6
          0.
                -- as opposed to the total revenues
 7
     that came in from customers in that state?
 8
          Α.
                Yes.
                So whatever the difference would be
 9
          Ο.
10
     would presumably be the interstate revenues that
11
     they have --
12
          Α.
                Yes.
13
                -- or perhaps international revenues
          Ο.
14
     that they have?
15
          Α.
                Yes.
                Because I understand the product you
16
          Q.
     sold also included an international element?
17
                Yes, that's correct -- what you just
18
          Α.
     said. This is total revenue, and the accountant
19
     would have those figures, and he would turn them
20
     in to Mr. Brzycki. He did not go into our
21
```

```
1
     accounting software to generate his reports for
 2
     the returns that he filed. He went right onto
 3
     our USBI software, which provides all that
 4
     information.
                   You can run it by day, by month or
 5
     by year. And that's how he would generate his
 6
     reports.
 7
                So Mr. Brzycki would have to look at
          0.
 8
     something that was supplied by USBI --
 9
          Α.
                Right.
10
                -- and then work from there --
          Ο.
11
                Right.
          Α.
12
                -- and then in turn give you the
          Q.
     information that you needed for the checks that
13
14
     you were signing?
15
                Right. He would fill out all that
          Α.
     information and submit it with the request, and
16
     then the check would be there. I would send the
17
     check and sign the form -- or he would sign the
18
     form, I guess, in most cases. Those two things
19
     would be the same. The total from the USBI
20
     reports -- they would match the total of the
21
```